

## **StreamGuys, Inc.**

**Position:** Sales Representative (Full Time)

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Reports to Head of Sales - Arcata, CA

### **Position Overview:**

A global streaming media technology company in its 24th year of operation is looking to expand once again! We are seeking a sales representative to qualify and close inbound sales calls and emails. The ideal candidate will have people skills, an interest in technology, experience with Microsoft Office, and the ability to organize and follow through. They will play a key role in our sales operations, with the opportunity to train into Ad-Operations and Marketing. They will be supported by our Head of Sales, Engineering Department, and Product department. The ability to multi-task and pivot quickly is essential for success in this role.

### **About Us:**

StreamGuys is a leading provider of streaming media solutions, delivering live and on-demand audio and video content for enterprise media companies. We focus on scalability, reliability, and automation to ensure seamless content delivery for our clients. We are committed to staying at the forefront of the streaming industry, constantly evolving our services to meet the ever-changing needs of our customers.

- Join a tight-knit team of dedicated professionals in a stable work environment built on trust and mutual respect.
- Every team member has the chance to make a substantial impact and contribute directly to the company's success. Your ideas, skills, and efforts will be recognized and valued as we work together to drive innovation and deliver exceptional results for our clients.
- Opportunities for long term professional growth in Humboldt County.

### **Key Responsibilities:**

1. Answer incoming sales phone calls and ask questions about the prospect's needs.
2. Reply to incoming sales tickets to schedule phone calls or evaluate the prospect's needs.
3. Qualify prospect's budget and technical needs.
4. Get answers to prospect's technical questions from sales management or product department.
5. Present proposed solutions and pricing to prospects.
6. Follow up on potential projects, prioritize the active prospects, and close business.

7. Train into Ad-Operations for StreamGuys programmatic ad-network as a backup to Director of Advertising
8. Train into StreamGuys' Marketing Operations

**Skills:**

- Must be computer savvy
- Ability to professionally communicate with people via phone and email
- Proficiency in Microsoft Office suite (Excel, Outlook, Word, PowerPoint) + Google Sheets
- Interest in internet technology is helpful
- Proactive and self-motivated with a strong sense of ownership
- Collaborative team player with a positive attitude
- Detail-oriented with a keen ear for prospect's needs
- Ability to multi-task, prioritize opportunities, and follow up on previous conversations
- A successful candidate will have interpersonal skills and be a good listener

**Benefits:**

- Competitive salary range: \$60,000 to \$70,000 per year
- Comprehensive benefits package
- Opportunities for professional growth and development
- Flexible work hours with an estimated 40 hours per week, allowing for a healthy work-life balance

**How to Apply:**

Please submit your resume and a cover letter highlighting your relevant experience and why you would be a great fit for this role to [jobs@streamguys.com](mailto:jobs@streamguys.com).

StreamGuys is an equal opportunity employer. Join our team and help us shape the future of streaming media delivery!